



# City of Loma Linda Official Report

Floyd Petersen, Mayor  
Stan Brauer, Mayor pro tempore  
Robert Christman, Councilmember  
Robert Ziprick, Councilmember  
Charles Umeda, Councilmember

COUNCIL AGENDA: February 14, 2006  
TO: City Council  
VIA: Dennis R. Halloway, City Manager  
SUBJECT: Chamber of Commerce Quarterly Report and request for  
disbursement of funds pursuant to agreement with the City

## RECOMMENDATION

It is recommended that the City Council receive the Quarterly Report for filing and authorize disbursement of funds.

**REQUEST FOR QUARTERLY FUNDING  
WITH ATTENDING SUPPORT DOCUMENTS  
TO  
LOMA LINDA CITY COUNCIL  
LOMA LINDA REDEVELOPMENT AGENCY**

**February 14, 2006**

**C O N T E N T S**

- \* President's Letter of Request for Quarterly Payment
- \* Roster of Directors 2006
- \* Staff Activity Reports (October/November/December 2005)
- \* Financial Report for Fourth Quarter 2005 and 2005 Annual  
Financial Report
- \* Membership Update Material (October/November/December 2005)
- \* *Loma Linda Report* November/December and January/February  
2006 Issues
- \* Fiscal Year 2006 Budget (with Budget History)

2005 CHAMBER  
BOARD OF DIRECTORS

Rosemary Estupinan, President  
Heritage Gardens Health Care  
and Retirement Center

James Walling, President-elect  
Inland Community Bank

Norman Meyer, Secretary  
Past Vice-President Loma Linda  
Community Hospital & Loma Linda  
University Medical Center

Kathy Dexter, Treasurer  
Design by Dexter

Manuel Aranda, Jr.  
SBV Water Conservation District

Phil Carlisle  
Loma Linda Market &  
Nutrition Center

Elsie Chan  
Spectratrape Corporation

Jean Bush-Chuminotta  
State Farm Insurance

Robert Frost  
Loma Linda University Foundation

Dr. David B. Hinshaw, Jr.  
Loma Linda University  
Medical Center

Phil Jolley  
Golden Opportunities

L. Rao McKenzie  
Loma Linda Academy

Jeanne Minnerly  
The Copeland Group

Beverly Powell  
Southern California Edison

John Ruffcorn  
Retired, University Church of  
Seventh-day Adventists

Dick Schaefer  
Loma Linda University

Dean Stordahl  
VA Loma Linda Healthcare System

Trey Weatherill  
University Mortgage

Margi Worley  
Margi's Sewing Boutique

DIRECTORS EMERITUS

Dr. David Bieber  
Retired, Past President  
Loma Linda University

Elmer Digneo  
Past Head Principal  
Loma Linda Academy

Lillian Miller  
University Realty

Willard Stewart  
United Property Management



February 14, 2006

Members of the City Council  
Members of the Redevelopment Agency  
Dennis Halloway, City Manager  
City of Loma Linda  
Loma Linda, California 92354

Re: Quarterly Report of the Loma Linda Chamber of Commerce

Dear Council Members, and  
Redevelopment Agency Members:

On behalf of the Loma Linda Chamber of Commerce, I am submitting the following report under the terms of the promotional agreements between the City of Loma Linda/Redevelopment Agency and the Chamber of Commerce.

Please consider this the Chamber's official request for funds in the amount of \$13,760.00 to be released February 14, 2006, from the Redevelopment Agency, pursuant to the Chamber's ongoing promotional agreements. This payment represents compensation for completion of work during December 2005, January, and February 2006.

Since our last report, the Chamber has increased its responsibilities and activities, some new and others ongoing:

1. We continue to serve the general public and the business community, with total response to requests and inquiries and general communications (excluding newsletter) at 8,742 for the months of October, November, and December. Detailed reports are attached.
2. The November/December and January/February issues of the Chamber's *Loma Linda Report* incorporating City news were published and distributed to all households and businesses in Loma Linda. Circulation is 10,000. We are enclosing copies of these issues.

*Communication In Action*

3. We coordinated and held our Annual State of the Community Luncheon on December 18<sup>th</sup>, with over 150 attending.
4. We coordinated and held our Annual Community Awards and Installation Dinner on January 26<sup>th</sup>, with nearly 200 people in attendance.
5. We continue to work with city departments and code enforcement regarding ongoing signage issues. Our Business Issues Committee is being expanded this year to consider a wider range of business topics.
6. Our membership now stands at 250, and steadily increases.
7. The Chamber continues participation in community affairs in general. More specifically, the Chamber participated (attending, providing manpower, soliciting funds and/or prizes, giving public support, etc.) in the following:
  - \* Loma Linda Antique Mall "Shop for the Cure" event on October 23<sup>rd</sup>.
  - \* Member Appreciation Luncheon on November 2, 2005.
  - \* Holiday Mixer at Loma Linda Antique Mall on November 29<sup>th</sup>.
  - \* A groundbreaking ceremony for California Heart & Surgical Hospital on December 2<sup>nd</sup>.
  - \* Program for Kiwanis of Loma Linda regarding Chamber services on January 10<sup>th</sup>.
  - \* Campus/Chamber Connection on October 20<sup>th</sup>.
8. Regular meetings include Executive Committee, Board of Directors, Breakfast Network, and Chamber Ambassadors. Other committees meet on an as-needed basis. Our Legislative Affairs Committee and Business Issues Committee are meeting to set a program for 2006.
9. The Breakfast Network continues to meet every Wednesday at 7:30 a.m. for programs and networking. Attendance averages about 25-30.

The following Chamber-sponsored activities and projects are in the planning stages through the next quarter:

- Annual Business Showcase, scheduled for May, date to be determined.
- Grand Openings and Ribbon Cuttings as requested.
- Continued refinement and updating of our Chamber's website and expansion of e-mail directory for more timely and economical communication with members.

- Program of Work planning (workshops); refinement of Committee composition and meetings schedule.
- Ongoing marketing campaign to increase Chamber revenue stream through expansion of membership base and advertising base.
- Tri-Mixer with Loma Linda, Colton, and Grand Terrace Chambers on March 15<sup>th</sup>.
- Continuing coordination with the University and Medical Center for their 100<sup>th</sup> Anniversary celebration, including representation in our newsletter.
- Coordination of the 2006 *Business Directory and Resource Guide*.

Our office continues to serve the public and coordinate the activities of the Chamber under the direction of Chief Executive Officer, Peg Karsick, with the support of her Executive Assistant, Darla Stern, and office volunteers. We invite you to stop by our office soon. They welcome your inquiries and input as we all work together for Loma Linda's benefit. Detailed staff reports are attached for your information.

As Chamber President for the year 2006, I look forward to our continuing contractual agreements to promote the City of Loma Linda. Our Officers, Directors and our staff will continue to work closely with the City's departments to encourage and support a positive business climate, to foster total community involvement in our Chamber of Commerce, and to promote Loma Linda as a city that is business friendly. Please feel free to call on us to assist through mobilizing our business and community resources as concerns arise.

Sincerely,



Jim Walling  
President

JW/dds

Attachments

# LOMA LINDA

## CHAMBER OF COMMERCE

### 2006 Officers and Board of Directors

(Effective January 3, 2006)

**President:** Jim Walling  
**Secretary:** Norm Meyer

**President-elect:** Manuel Aranda, Jr.  
**Treasurer:** Kathy Dexter

**Manuel Aranda, Jr. 12/31/08**  
**President-elect**  
**SBV Water Conservation Dist.**  
**P.O. Box 1839**  
**Redlands, CA 92373**  
**793-2503**

David Bieber Emeritus  
11560 Hillcrest  
Loma Linda, CA 92354  
796-4521

Phil Carlisle 12/31/06  
LL Market & Nutrition Center  
11161 Anderson St.  
Loma Linda, CA 92354  
824-4565

**Elsie Chan 12/31/06**  
**Vice President of Membership**  
**Spectrotape Corporation**  
**345 W. Valley Blvd.**  
**Colton, CA 92324**  
**825-6744**

**Jean Chiuminatta 12/31/08**  
**Vice President of Bus. Promo's**  
**State Farm Insurance**  
**P.O. Box 276**  
**Sky Forest, CA 92385**  
**336-7233**

**Kathy Dexter 12/31/06**  
**Treasurer**  
**Design by Dexter**  
**964 Creek View Lane**  
**Redlands, CA 92373**  
**307-2221**

Elmer Digneo Emeritus  
10613 Ohio St., P.O. Box 1333  
Loma Linda, CA 92354  
796-0465

Rosemary Estupinan 12/31/08  
Heritage Gardens  
25271 Barton Rd.  
Loma Linda, CA 92354  
796-0216

Robert Frost 12/31/08  
LLU Foundation  
Loma Linda University  
Loma Linda, CA 92350  
558-4534

David Hinshaw, Jr. 12/31/08  
LLU Medical Center  
11234 Anderson St.  
Loma Linda, CA 92354  
558-4013

Phil Jolley 12/31/07  
Golden Opportunities  
25884-D Business Center Dr.  
Redlands, CA 92374  
799-5181

L. Roo McKenzie 12/31/08  
Loma Linda Academy  
10656 Anderson St.  
Loma Linda, CA 92354  
796-0161 x3301

Clair Meske 12/31/07  
Somerford Place  
1319 Brookside Avenue  
Redlands, CA 92373  
793-9500

**Norman Meyer Emeritus**  
**Secretary**  
**25762 Sunrise Way**  
**Loma Linda, CA 92354**  
**799-0777**

Lillian Miller Emeritus  
University Realty, Inc.  
11156 Anderson, P. O. Box 788  
Loma Linda, CA 92354  
796-0156

Jeanne Minnerly 12/31/06  
The Copeland Group  
25809 Business Ctr Dr., #F  
Redlands, CA 92374  
799-8565

John Ruffcorn Emeritus  
23187 Glendora Dr.  
Grand Terrace, CA 92313  
824-2986

Dick Schaefer 12/31/06  
The Heritage Room  
Loma Linda University  
Loma Linda, CA 92350  
558-1000

Willard Stewart Emeritus  
United Property Management  
10535 Anderson St.  
Loma Linda, CA 92354  
796-2897

Dean Stordahl 12/31/06  
VA Loma Linda Healthcare Sys.  
11201 Benton St.  
Loma Linda, CA 92354  
422-3002

**James Walling 12/31/07**  
**President**  
**Inland Community Bank**  
**11175 Mt. View Ave., Ste. O**  
**Loma Linda, CA 92354**  
**796-7100 x221**

Trey Weatherill 12/31/07  
University Mortgage  
24949 Prospect Avenue  
Loma Linda, CA 92354  
796-1404

Margi Worley 12/31/06  
Margi's Sewing Boutique &  
Image Consultant  
11411 Anderson Street  
Loma Linda, CA 92354  
796-4600

Peg Karsick, CEO  
LL Chamber of Commerce  
25541 Barton Road, Ste. 4  
Loma Linda, CA 92354  
799-2828

# LOMA LINDA CHAMBER OF COMMERCE ACTIVITY REPORT

## OCTOBER 2005

### CORRESPONDENCE AND INFORMATION INQUIRIES

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|   |              |
|---|--------------|
| Letter and Material Responses to Requests:  | 4            |
| Faxes   | 28           |
| E-Mails   | 11           |
| Web Site Hits (Phil Jolley)   | 1068         |
| E-Mail Membership Alerts  | 0            |
| Information Inquiries by Telephone and Walk-Ins:  | 347          |
| Economic Development Activity (New)   | 2            |
| Relocation & Visitor Information  | 7            |
| Invoices:   | 65           |
| Other:  | 0            |
| Membership:   |              |
| Renewal Acknowledgements  | 12           |
| New Member Acknowledgements   | 3            |
| Member Solicitation, other than mailings  | 8            |
| <b>Total Membership &amp; Business Correspondence:</b>  | <b>1555</b>  |
| Parade Sponsor Thank You Letters  | 18           |
| Parade Committee Thank You Letters  | 39           |
| Campus Chamber Connection Participant Letters   | 16           |
| Member Appreciation Luncheon, Antinque Mall Mixer,<br>Rotary Mixer and Breakfast Network Calendar Mailing | 300          |
| <b>TOTAL CORRESPONDENCE AND INQUIRIES:</b>  | <b>1,928</b> |

### REGULAR ACTIVITIES

Coordinated meetings; coordinated with Treasurer to prepare financial reports.

Oversaw set up and coordinated preparation for Breakfast Network including scheduling of programs and phone calls to solicit attendance and support.

Conducted ongoing membership activity, following up on delinquent renewals and soliciting new members by mail and site visits.

Responded to inquiries from the public.

Handled routine office business.

Worked on the November/December 2005 *Loma Linda Report*.

## **PARTICIPATION IN COMMITTEE MEETINGS AND OTHER ACTIVITY**

Regular Meetings Held/Attended:

October 12<sup>th</sup>, 26<sup>th</sup> Breakfast Network

October 20<sup>th</sup> – Board Meeting

October 6<sup>th</sup> – Parade Meeting

October 26<sup>th</sup> – Parade Wrap-Up

**Meeting notices to Board and Committee Members: 36**

## **MISCELLANEOUS ACTIVITIES**

- Met with Phil Jolley on October 10<sup>th</sup> regarding website updates
- Met with members to plan and publicize their events:
  - October 4<sup>th</sup> – Dan Damon Productions
  - October 25<sup>th</sup> – Rotary Mixer
- Attended Loma Linda Antique Mall event on October 23<sup>rd</sup>.
- Met with Norm Meyer on October 17<sup>th</sup> to discuss ideas for organizing special event financial reports.
- Continued planning, coordinated and held Annual Community Parade on October 19<sup>th</sup>.
- Coordinated and hosted the Campus Chamber Connection on October 20<sup>th</sup>.
- Met with Eufemia Reyes of the Colton Chamber of Commerce on October 26<sup>th</sup> to discuss possible future joint efforts. A tri-mixer is planned for March 15, 2006.
- Submitted quarterly request for funding from the City; check was approved on October 25<sup>th</sup>.
- Coordinated plans for Member Appreciation Luncheon on November 2<sup>nd</sup>.
- Attended Health Care Summit and other events as part of Loma Linda University Medical Center and Loma Linda University Centennial Celebration.



# LOMA LINDA CHAMBER OF COMMERCE ACTIVITY REPORT

## NOVEMBER 2005

### CORRESPONDENCE AND INFORMATION INQUIRIES

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|   |             |
|---|-------------|
| Letter and Material Responses to Requests:                | 5           |
| Faxes   | 12          |
| E-Mails   | 15          |
| Web Site Hits (Phil Jolley)                               | 1009        |
| E-Mail Membership Alerts                                  | 0           |
| Information Inquiries by Telephone and Walk-Ins:          | 293         |
| Economic Development Activity (New)                       | 3           |
| Relocation & Visitor Information                          | 20          |
| Invoices:   | 70          |
| Other:  | 0           |
| Membership:   |             |
| Renewal Acknowledgements                                  | 8           |
| New Member Acknowledgements                               | 2           |
| Member Solicitation, other than mailings                  | 7           |
| <b>Total Membership &amp; Business Correspondence:</b>    | <b>1444</b> |
| Campus Chamber Connection Thank You Letters               | 22          |
| Member Appreciation Luncheon Thank You Letters            | 11          |
| Antique Mall Mixer and Breakfast Network Calendar Mailing | 293         |
| State of the Community Luncheon Invitations               | 991         |
| State of the Community Luncheon Sponsor Letters           | 250         |
| November/December Issue of the <i>Loma Linda Report</i>   | 9088        |

**TOTAL CORRESPONDENCE AND INQUIRIES: 12,099**

### REGULAR ACTIVITIES

Coordinated meetings; coordinated with Treasurer to prepare financial reports.

Oversaw set up and coordinated preparation for Breakfast Network including scheduling of programs and phone calls to solicit attendance and support.

Conducted ongoing membership activity, following up on delinquent renewals and soliciting new members by mail and site visits.

Responded to inquiries from the public.

Handled routine office business.

Distributed the November/December 2005 *Loma Linda Report*.

## **PARTICIPATION IN COMMITTEE MEETINGS AND OTHER ACTIVITY**

Regular Meetings Held/Attended:

November 9<sup>th</sup>, 16<sup>th</sup>, 30<sup>th</sup> Breakfast Network

November 8<sup>th</sup> – Budget Committee Meeting

November 10<sup>th</sup> – Board Meeting (Program of Work)

**Meeting notices to Board and Committee Members: 51**

## **MISCELLANEOUS ACTIVITIES**

- Assisted with planning for Loma Linda Antique Mall mixer on November 29<sup>th</sup>.
- Wrap-up meeting regarding Campus Chamber Connection on November 7<sup>th</sup>.
- Held Member Appreciation Luncheon on November 2<sup>nd</sup>.
- Worked on transition plans for the Chamber 2005-2006.

# LOMA LINDA CHAMBER OF COMMERCE ACTIVITY REPORT

## DECEMBER 2005

### CORRESPONDENCE AND INFORMATION INQUIRIES

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|  |              |
|--|--------------|
| Letter and Material Responses to Requests:             | 10           |
| Faxes  | 32           |
| E-Mails  | 9            |
| Web Site Hits (Phil Jolley)                            | 1147         |
| E-Mail Membership Alerts                               | 0            |
| Information Inquiries by Telephone and Walk-Ins:       | 232          |
| Economic Development Activity (New)                    | 2            |
| Relocation & Visitor Information                       | 12           |
| Invoices:  | 92           |
| Other:   | 1            |
| Membership:  |              |
| Renewal Acknowledgements                               | 16           |
| New Member Acknowledgements                            | 3            |
| Member Solicitation, other than mailings               | 7            |
| <b>Total Membership &amp; Business Correspondence:</b> | <b>1563</b>  |
| State of the Community Sponsor Thank You Letters       | 19           |
| Ballot Letter & Ballot                                 | 249          |
| State of the Community Speaker Invite Letters          | 5            |
| State of the Community Speaker Thank You Letters       | 5            |
| Installation & Award Dinner Sponsor & Prize Solicits   | 990          |
| Installation & Award Dinner Invitations                | 972          |
| <b>TOTAL CORRESPONDENCE AND INQUIRIES:</b>             | <b>3,803</b> |

### REGULAR ACTIVITIES

Coordinated meetings; coordinated with Treasurer to prepare financial reports.

Oversaw set up and coordinated preparation for Breakfast Network including scheduling of programs and phone calls to solicit attendance and support.

Conducted ongoing membership activity, following up on delinquent renewals and soliciting new members by mail and site visits.

Responded to inquiries from the public.

Handled routine office business.

Worked on the January/February 2006 *Loma Linda Report*.

## **PARTICIPATION IN COMMITTEE MEETINGS AND OTHER ACTIVITY**

Regular Meetings Held/Attended:

December 7<sup>th</sup>, 14<sup>th</sup>, 21<sup>st</sup> Breakfast Network

December 7<sup>th</sup> – Nominating Committee

December 8<sup>th</sup> – Board Meeting

**Meeting notices to Board and Committee Members: 66**

## **MISCELLANEOUS ACTIVITIES**

- Attended groundbreaking for California Heart & Surgical Hospital.
- Worked on State of the Community Luncheon, held on December 16<sup>th</sup>.
- Presented a program for Kiwanis Club regarding Chamber benefits and programs.
- Met with Jean Bush-Chiuminatta to discuss business promotion ideas.

3:36 PM

02/08/06

Cash Basis

**LOMA LINDA CHAMBER OF COMMERCE**  
**Profit & Loss Budget Performance QUARTER 4 2005**  
**QUARTER 4r. 05**

|                      | Oct - Dec 05     | Budget           | Jan - Dec 05      | YTD Budget        | Annual Budget     |
|----------------------|------------------|------------------|-------------------|-------------------|-------------------|
| <b>Income</b>        |                  |                  |                   |                   |                   |
| I. CHAMBER PUBL      | 0.00             |                  | 3,813.25          | 1,000.00          | 1,000.00          |
| I. COM. EVENTS       | 50.00            |                  | 50.00             |                   |                   |
| I. INTEREST          | 65.96            | 28.00            | 164.18            | 100.00            | 100.00            |
| I. LL CITY RED.      | 12,500.00        | 12,478.50        | 49,700.00         | 49,914.00         | 49,914.00         |
| I. MEMB. EVENTS      | 624.25           |                  | 790.39            | 500.00            | 500.00            |
| I. MISC. INCOME      | 40.00            | 150.00           | 1,071.58          | 500.00            | 500.00            |
| I. NEW MEMBERS       | 1,750.00         | 1,780.00         | 8,125.00          | 7,000.00          | 7,000.00          |
| I. NEWSLETTER        | 4,058.81         | 5,000.00         | 15,544.31         | 15,000.00         | 15,000.00         |
| I. RENEWALS          | 6,110.00         | 7,003.00         | 27,225.00         | 28,000.00         | 28,000.00         |
| I. S.E. COM. LU      | 5,055.00         | 3,000.00         | 6,515.00          | 4,000.00          | 4,000.00          |
| I. S.E. EXPO         | 0.00             |                  | 8,100.00          | 8,000.00          | 8,000.00          |
| I. S.E. GOLF         | 650.00           |                  | 30,213.70         | 22,000.00         | 22,000.00         |
| I. S.E. INSTALL      | 0.00             | 3,000.00         | 15,659.00         | 14,000.00         | 14,000.00         |
| I. S.E. PARADE       | 6,461.00         | 5,000.00         | 7,811.00          | 7,000.00          | 7,000.00          |
| <b>Total Income</b>  | <b>37,365.02</b> | <b>37,439.50</b> | <b>174,782.41</b> | <b>157,014.00</b> | <b>157,014.00</b> |
| <b>Expense</b>       |                  |                  |                   |                   |                   |
| E. AUTO              | 488.00           | 190.00           | 1,173.00          | 1,000.00          | 1,000.00          |
| E. BAD DEBTS         | 0.00             | 75.00            | 7.00              | 300.00            | 300.00            |
| E. DEPRECIATION      | 333.00           | 175.03           | 1,120.00          | 700.00            | 700.00            |
| E. DUES & SUB.       | 453.00           | 375.00           | 1,663.00          | 1,500.00          | 1,500.00          |
| E. INSURANCE         | 0.00             | 500.00           | 1,799.00          | 3,500.00          | 3,500.00          |
| E. MEMB. EVENTS      | 1,055.53         |                  | 1,908.92          | 800.00            | 800.00            |
| E. MISC.             | 123.04           | 140.00           | 538.98            | 500.00            | 500.00            |
| E. NEWSLETTER        | 5,136.89         | 3,666.68         | 12,453.40         | 11,000.00         | 11,000.00         |
| E. OFFICE EQUIP      | 948.96           | 750.00           | 4,379.95          | 4,200.00          | 4,200.00          |
| E. OFFICE SUPPL      | 435.89           | 1,003.00         | 3,890.28          | 4,000.00          | 4,000.00          |
| E. OUTSIDE SERV      | 294.50           | 553.00           | 1,490.31          | 2,200.00          | 2,200.00          |
| E. POSSESS. TAX      | 137.98           |                  | 259.37            | 250.00            | 250.00            |
| E. POSTAGE           | 1,299.36         | 881.00           | 3,997.36          | 3,500.00          | 3,500.00          |
| E. PROMO. P.R.       | 441.29           | 624.00           | 2,676.40          | 2,500.00          | 2,500.00          |
| E. RENT              | 2,151.24         | 2,151.28         | 8,604.96          | 8,605.00          | 8,605.00          |
| E. S.E. COM. LU      | 887.92           |                  | 4,999.41          | 2,500.00          | 2,500.00          |
| E. S.E. EXPO         | 0.00             |                  | 4,772.90          | 5,000.00          | 5,000.00          |
| E. S.E. GOLF         | 47.36            |                  | 12,441.55         | 9,500.00          | 9,500.00          |
| E. S.E. INSTALL      | 107.65           | 1,500.00         | 9,773.74          | 9,500.00          | 9,500.00          |
| E. S.E. PARADE       | 3,253.78         | 3,000.00         | 3,253.78          | 5,000.00          | 5,000.00          |
| E. SALARY & BEN      | 20,224.94        | 19,200.00        | 83,296.43         | 79,709.00         | 79,709.00         |
| E. TELEPHONE         | 265.83           | 253.00           | 627.19            | 1,000.00          | 1,000.00          |
| E. TRAV. & EDUC      | 0.00             |                  | 306.90            | 250.00            | 250.00            |
| <b>Total Expense</b> | <b>38,086.16</b> | <b>35,036.99</b> | <b>165,433.83</b> | <b>157,014.00</b> | <b>157,014.00</b> |
| <b>Net Income</b>    | <b>-721.14</b>   | <b>2,402.51</b>  | <b>9,348.58</b>   | <b>0.00</b>       | <b>0.00</b>       |

**LOMA LINDA CHAMBER OF COMMERCE  
MEMBERSHIP REPORT  
MONTH ENDING OCTOBER 2005**

|   | Oct. 05 |       | Oct. 04    |      |   |        |         |           |   |          |   |
|---|---------|-------|------------|------|---|--------|---------|-----------|---|----------|---|
| Total Membership                          | 248     |       | 233        |      |   |        |         |           |   |          |   |
| *Includes those on Delinquent List        |         |       |            |      |   |        |         |           |   |          |   |
| New Members (Year to Date)                | 41      |       | 34         |      |   |        |         |           |   |          |   |
| January                                   | 2       | March | 6          | May  | 6 | July   | 7       | September | 3 | November | 0 |
| February                                  | 3       | April | 6          | June | 3 | August | 3       | October   | 2 | December | 0 |
| Membership Renewals (This Month)          |         |       | 8          |      |   |        | 9       |           |   |          |   |
| Total Income from Membership (This Month) |         |       | \$1,805    |      |   |        | \$2,100 |           |   |          |   |
| Renewals:                                 |         |       | \$1,310.00 |      |   |        |         |           |   |          |   |
| New Members:                              |         |       | \$ 425.00  |      |   |        |         |           |   |          |   |
| One-Time Fees:                            |         |       | \$ 70.00   |      |   |        |         |           |   |          |   |
| Delinquent Memberships (This Month)       |         |       | 7          |      |   |        | 4       |           |   |          |   |
| Cancelled/Dropped Members (Year to Date)  |         |       | 29         |      |   |        | 15      |           |   |          |   |
| January                                   | 4       | March | 3          | May  | 1 | July   | 3       | September | 3 | November | 0 |
| February                                  | 3       | April | 3          | June | 3 | August | 3       | October   | 3 | December | 0 |

**LOMA LINDA CHAMBER OF COMMERCE  
MEMBERSHIP REPORT  
MONTH ENDING NOVEMBER 2005**

|   |   |            |   |      |   |        |   |           |   | <u>Nov. 05</u> | <u>Nov. 04</u> |
|---|---|------------|---|------|---|--------|---|-----------|---|----------------|----------------|
| Total Membership . . . . .                          |   |            |   |      |   |        |   |           |   | 249            | 233            |
| *Includes those on Delinquent List                  |   |            |   |      |   |        |   |           |   |                |                |
| New Members (Year to Date) . . . . .                |   |            |   |      |   |        |   |           |   | 44             | 36             |
| January   | 2 | March      | 6 | May  | 6 | July   | 7 | September | 3 | November       | 3              |
| February  | 3 | April      | 6 | June | 3 | August | 3 | October   | 2 | December       | 0              |
| Membership Renewals (This Month) . . . . .          |   |            |   |      |   |        |   |           |   | 16             | 12             |
| Total Income from Membership (This Month) . . . . . |   |            |   |      |   |        |   |           |   | \$2,775        | \$2,520        |
| Renewals:   |   | \$2,295.00 |   |      |   |        |   |           |   |                |                |
| New Members:  |   | \$ 375.00  |   |      |   |        |   |           |   |                |                |
| One-Time Fees:                                      |   | \$ 70.00   |   |      |   |        |   |           |   |                |                |
| Late Fees:  |   | \$ 35.00   |   |      |   |        |   |           |   |                |                |
| Delinquent Memberships (This Month) . . . . .       |   |            |   |      |   |        |   |           |   | 10             | 9              |
| Cancelled/Dropped Members (Year to Date) . . . . .  |   |            |   |      |   |        |   |           |   | 31             | 17             |
| January   | 4 | March      | 3 | May  | 1 | July   | 3 | September | 3 | November       | 2              |
| February  | 3 | April      | 3 | June | 3 | August | 3 | October   | 3 | December       | 0              |

**LOMA LINDA CHAMBER OF COMMERCE  
MEMBERSHIP REPORT  
MONTH ENDING DECEMBER 2005**

|   |   |            |   |      |   |        |   |           |   | <u>Dec. 05</u> | <u>Dec. 04</u> |
|---|---|------------|---|------|---|--------|---|-----------|---|----------------|----------------|
| Total Membership . . . . .                          |   |            |   |      |   |        |   |           |   | 249            | 236            |
| *Includes those on Delinquent List                  |   |            |   |      |   |        |   |           |   |                |                |
| New Members (Year to Date) . . . . .                |   |            |   |      |   |        |   |           |   | 48             | 41             |
| January   | 2 | March      | 6 | May  | 6 | July   | 7 | September | 3 | November       | 3              |
| February  | 3 | April      | 6 | June | 3 | August | 3 | October   | 2 | December       | 5              |
| Membership Renewals (This Month) . . . . .          |   |            |   |      |   |        |   |           |   | 19             | 20             |
| Total Income from Membership (This Month) . . . . . |   |            |   |      |   |        |   |           |   | \$3,305        | \$3,220        |
| Renewals:   |   | \$2,495.00 |   |      |   |        |   |           |   |                |                |
| New Members:  |   | \$ 635.00  |   |      |   |        |   |           |   |                |                |
| One-Time Fees:                                      |   | \$ 175.00  |   |      |   |        |   |           |   |                |                |
| Delinquent Memberships (This Month) . . . . .       |   |            |   |      |   |        |   |           |   | 8              | 5              |
| Cancelled/Dropped Members (Year to Date) . . . . .  |   |            |   |      |   |        |   |           |   | 36             | 19             |
| January   | 4 | March      | 3 | May  | 1 | July   | 3 | September | 3 | November       | 2              |
| February  | 3 | April      | 3 | June | 3 | August | 3 | October   | 3 | December       | 5              |



**LOMA LINDA CHAMBER OF COMMERCE**  
**Comparative Budget 1999-2006**

|                            | 1999           | 2000           | 2001           | 2002           | 2003           | 2004           | 2005           | 2006           |
|----------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>INCOME</b>              |                |                |                |                |                |                |                |                |
| CHAMBER PUBLICATIONS       | 1,000          | 5,000          | 5,000          | 2,500          | 4,000          | 1,000          | 1,000          | 3,000          |
| INTEREST INCOME            | 500            | 300            | 300            | 300            | 200            | 150            | 100            | 200            |
| LL CITY & REDEVELOPMENT    | 45,655         | 45,655         | 47,025         | 47,730         | 48,446         | 49,173         | 49,914         | 56,411         |
| MEMBERSHIP EVENTS          | 1,000          | 1,500          | 1,000          | 3,000          | 2,000          | 3,000          | 500            | 200            |
| MISCELLANEOUS INCOME       | 1,500          | 1,000          | 1,400          | 1,000          | 500            | 500            | 500            | 500            |
| NEW MEMBERS                | 6,500          | 7,500          | 5,000          | 5,000          | 6,000          | 6,000          | 7,000          | 8,000          |
| NEWSLETTER                 | 16,000         | 17,500         | 12,000         | 12,000         | 12,000         | 12,000         | 15,000         | 15,000         |
| MEMBERSHIP RENEWALS        | 21,000         | 23,000         | 24,500         | 22,000         | 27,000         | 27,000         | 28,000         | 28,000         |
| SPECIAL EVENTS             |                |                |                |                |                |                |                |                |
| COMMUNITY LUNCHEON         | 2,500          | 2,500          | 2,500          | 2,500          | 3,000          | 3,000          | 4,000          | 4,000          |
| EXPO                       | 6,000          | 6,000          | 6,000          | 7,000          | 7,000          | 7,000          | 8,000          | 8,000          |
| GOLF                       | 17,000         | 17,500         | 16,000         | 14,500         | 16,500         | 19,000         | 22,000         | 30,000         |
| INSTALLATION               | 8,500          | 8,500          | 9,000          | 10,500         | 10,500         | 13,000         | 14,000         | 15,000         |
| PARADE                     | 4,500          | 4,500          | 4,500          | 4,500          | 6,000          | 6,000          | 7,000          | 7,000          |
| <b>TOTAL INCOME</b>        | <b>131,655</b> | <b>140,455</b> | <b>134,225</b> | <b>132,530</b> | <b>143,146</b> | <b>146,823</b> | <b>157,014</b> | <b>175,311</b> |
| <b>EXPENSES</b>            |                |                |                |                |                |                |                |                |
| AUTO                       | 1,000          | 1,000          | 1,000          | 1,000          | 1,000          | 1,000          | 1,000          | 1,500          |
| BAD DEBTS                  | 300            | 300            | 300            | 300            | 300            | 300            | 300            | 300            |
| DEPRECIATION               | 2,000          | 2,000          | 1,500          | 800            | 800            | 700            | 700            | 1,200          |
| DUES/SUBSCRIPTIONS         | 1,200          | 1,000          | 1,000          | 1,000          | 1,500          | 1,500          | 1,500          | 1,500          |
| INSURANCE                  | 1,400          | 1,400          | 1,600          | 2,350          | 3,000          | 3,500          | 3,500          | 3,500          |
| MEMBERSHIP EVENTS          | 1,200          | 1,800          | 500            | 1,500          | 1,000          | 2,000          | 800            | 1,000          |
| MISCELLANEOUS EXPENSES     | 1,200          | 1,200          | 1,200          | 500            | 500            | 500            | 500            | 500            |
| NEWSLETTER                 | 12,500         | 12,500         | 13,000         | 10,000         | 10,000         | 10,000         | 11,000         | 11,000         |
| OFFICE EQUIP/REPAIR/SUPPLY | 530            | 1,200          | 500            | 1,200          | 2,600          | 3,000          | 4,200          | 4,200          |
| OFFICE SUPPLIES            | 4,000          | 6,500          | 5,000          | 5,000          | 3,000          | 3,000          | 4,000          | 4,000          |
| OUTSIDE SERVICE-CONTRACTS  | 1,000          | 2,800          | 2,500          | 1,500          | 2,500          | 2,000          | 2,200          | 2,200          |
| POSSESSORY INTEREST TAX    | 250            | 250            | 250            | 250            | 250            | 250            | 250            | 250            |
| POSTAGE                    | 4,000          | 4,000          | 4,200          | 4,000          | 3,000          | 3,000          | 3,500          | 3,500          |
| PROMOTIONAL/PR/ADVERTISING | 1,600          | 2,000          | 2,000          | 2,000          | 2,000          | 2,500          | 2,500          | 3,000          |
| RENT                       | 7,875          | 8,000          | 8,112          | 8,233          | 8,355          | 8,480          | 8,605          | 8,735          |
| SPECIAL EVENTS             |                |                |                |                |                |                |                |                |
| HOLIDAY CLASSIC PROMOTION  |                |                |                |                |                |                |                | 5,000          |
| COMMUNITY LUNCHEON         | 2,500          | 2,000          | 2,500          | 2,500          | 2,500          | 2,500          | 2,500          | 4,000          |
| EXPO                       | 4,000          | 4,000          | 4,000          | 4,500          | 4,000          | 4,000          | 5,000          | 5,000          |
| GOLF                       | 6,500          | 7,000          | 6,500          | 6,000          | 7,000          | 8,000          | 9,500          | 14,000         |
| INSTALLATION               | 6,000          | 6,000          | 6,500          | 8,000          | 8,500          | 8,500          | 9,500          | 10,000         |
| PARADE                     | 2,500          | 2,500          | 2,500          | 2,500          | 4,000          | 4,000          | 5,000          | 5,000          |
| SALARIES/BENEFITS          | 68,800         | 70,855         | 67,813         | 67,647         | 75,591         | 76,643         | 79,709         | 84,526         |
| TELEPHONE                  | 1,500          | 1,500          | 1,500          | 1,500          | 1,500          | 1,500          | 1,000          | 1,000          |
| TRAVEL/EDUCATION/SEMINARS  | 750            | 750            | 250            | 250            | 250            | 250            | 250            | 400            |
| <b>TOTAL EXPENSES</b>      | <b>132,605</b> | <b>140,555</b> | <b>134,225</b> | <b>132,530</b> | <b>143,146</b> | <b>147,123</b> | <b>157,014</b> | <b>175,311</b> |
| <b>NET SURPLUS/LOSS</b>    | <b>(950)</b>   | <b>(100)</b>   | <b>-</b>       | <b>-</b>       | <b>-</b>       | <b>(300)</b>   | <b>-</b>       | <b>-</b>       |